



November 2020

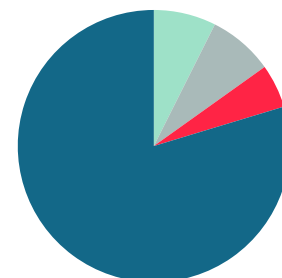
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	60	70	16.67%
Pending Listings	33	73	121.21%
New Listings	221	117	-47.06%
Median List Price	149,200	149,900	0.47%
Median Sale Price	141,500	146,950	3.85%
Median Percent of Selling Price to List Price	98.75%	97.75%	-1.01%
Median Days on Market to Sale	29.50	19.50	-33.90%
End of Month Inventory	945	753	-20.32%
Months Supply of Inventory	16.68	11.47	-31.24%



■ Closed (7.41%)
■ Pending (7.72%)
■ Other OffMarket (5.19%)
■ Active (79.68%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of November 30, 2020 = **753**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **20.32%** to 753 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **11.47** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.85%** in November 2020 to \$146,950 versus the previous year at \$141,500.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 10.00 days or **33.90%** in November 2020 compared to last year's same month at **29.50** DOM.

Sales Success for November 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 117 New Listings in November 2020, down **47.06%** from last year at 221. Furthermore, there were 70 Closed Listings this month versus last year at 60, a **16.67%** increase.

Closed versus Listed trends yielded a **59.8%** ratio, up from previous year's, November 2019, at **27.1%**, a **120.37%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



November 2020

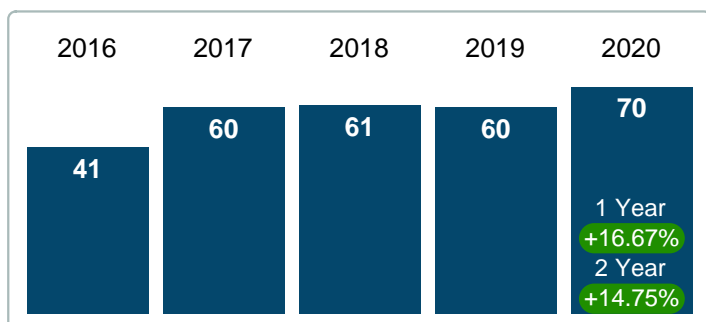
Area Delimited by County Of Cherokee



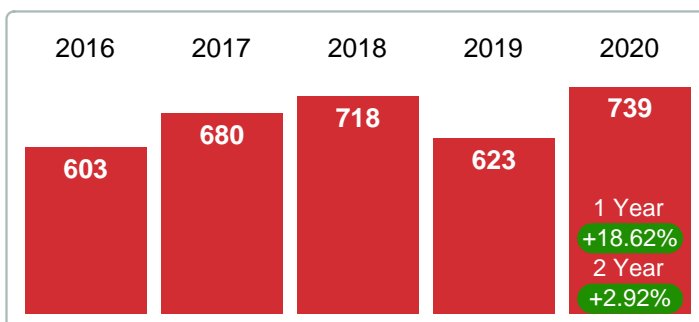
CLOSED LISTINGS

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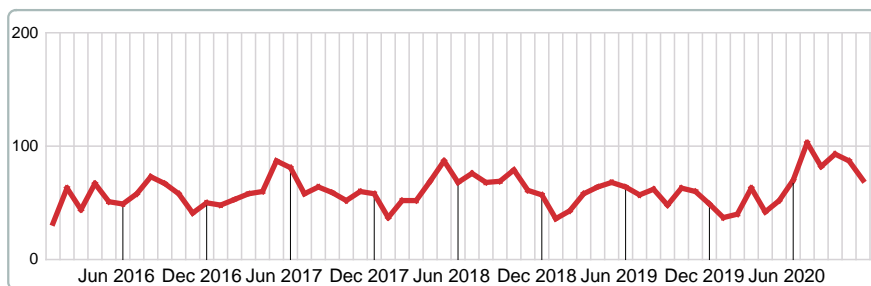
NOVEMBER



YEAR TO DATE (YTD)

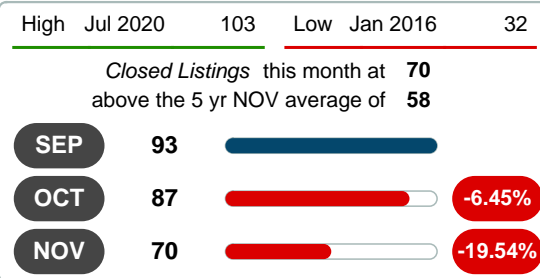


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.14%	116.0	5	0	0	0
\$30,001 - \$70,000	6	8.57%	19.5	4	2	0	0
\$70,001 - \$120,000	16	22.86%	32.5	7	8	1	0
\$120,001 - \$170,000	16	22.86%	7.5	4	12	0	0
\$170,001 - \$230,000	12	17.14%	24.0	4	7	1	0
\$230,001 - \$390,000	7	10.00%	13.0	0	4	2	1
\$390,001 and up	8	11.43%	26.0	0	7	1	0
Total Closed Units	70			24	40	5	1
Total Closed Volume	12,503,289	100%	19.5	2.27M	8.71M	1.21M	310.00K
Median Closed Price	\$146,950			\$80,000	\$155,497	\$245,000	\$310,000



November 2020

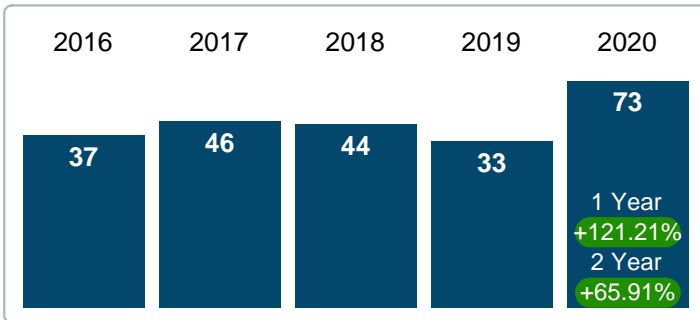
Area Delimited by County Of Cherokee



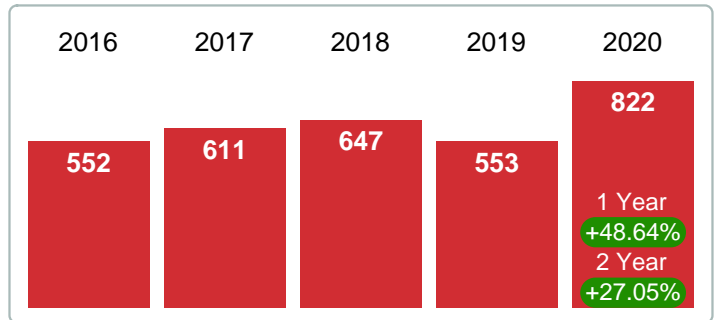
PENDING LISTINGS

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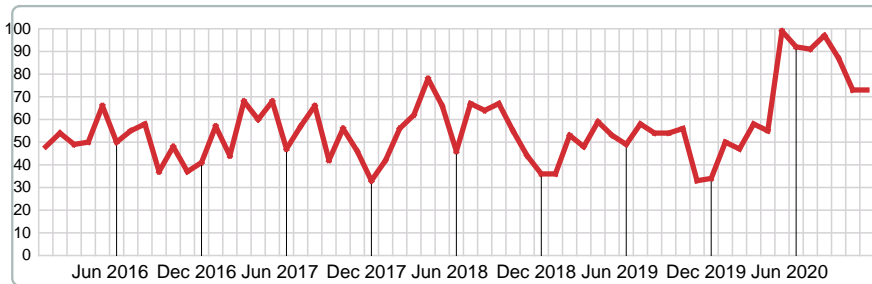
NOVEMBER



YEAR TO DATE (YTD)

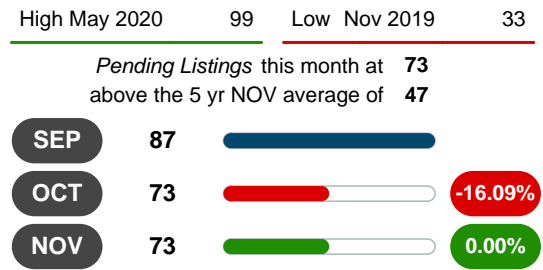


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.48%	0.0	4	0	0	0
\$20,001 - \$40,000	11	15.07%	21.0	11	0	0	0
\$40,001 - \$100,000	11	15.07%	8.0	7	3	1	0
\$100,001 - \$150,000	17	23.29%	17.0	6	9	2	0
\$150,001 - \$190,000	13	17.81%	32.0	3	8	1	1
\$190,001 - \$290,000	7	9.59%	56.0	2	5	0	0
\$290,001 and up	10	13.70%	31.5	6	2	1	1
Total Pending Units	73			39	27	5	2
Total Pending Volume	11,356,999	100%	21.0	5.08M	4.91M	805.80K	558.50K
Median Listing Price	\$134,000			\$77,000	\$164,900	\$134,000	\$279,250



November 2020

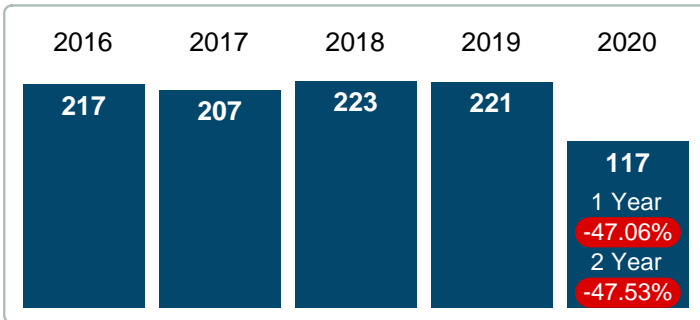
Area Delimited by County Of Cherokee



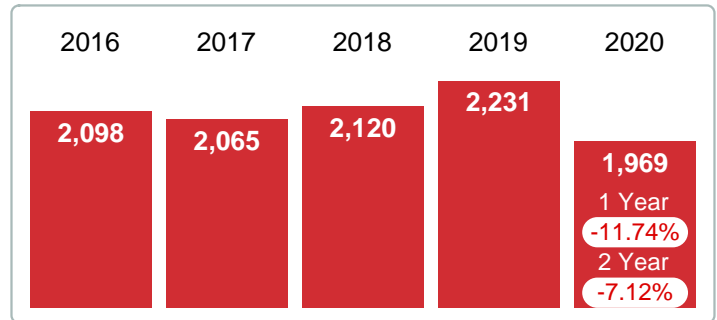
NEW LISTINGS

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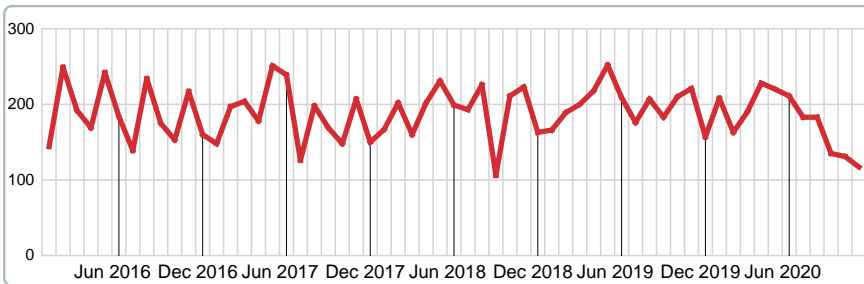
NOVEMBER



YEAR TO DATE (YTD)

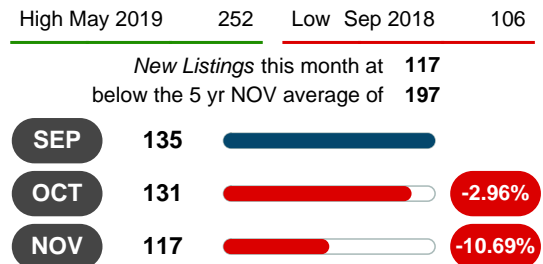


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 197



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	23	19.66%	20	1	2	0
\$20,001-\$40,000	19	16.24%	19	0	0	0
\$40,001-\$120,000	29	24.79%	23	5	1	0
\$120,001-\$170,000	21	17.95%	5	14	2	0
\$170,001-\$290,000	11	9.40%	2	8	0	1
\$290,001 and up	14	11.97%	4	5	2	3
Total New Listed Units	117		73	33	7	4
Total New Listed Volume	14,162,249	100%	4.97M	6.55M	1.22M	1.42M
Median New Listed Listing Price	\$65,000		\$37,500	\$169,900	\$134,000	\$355,750



November 2020

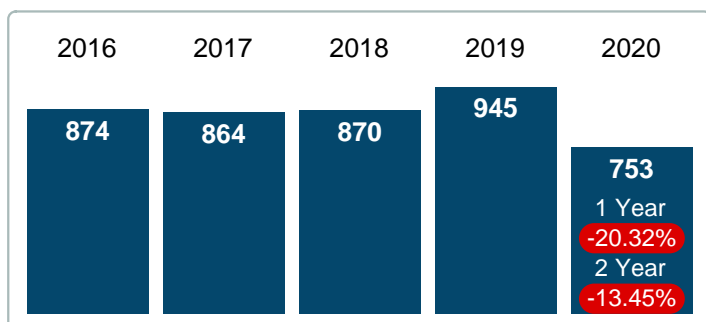
Area Delimited by County Of Cherokee



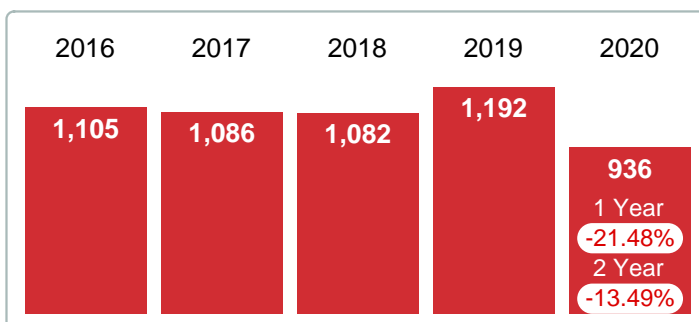
ACTIVE INVENTORY

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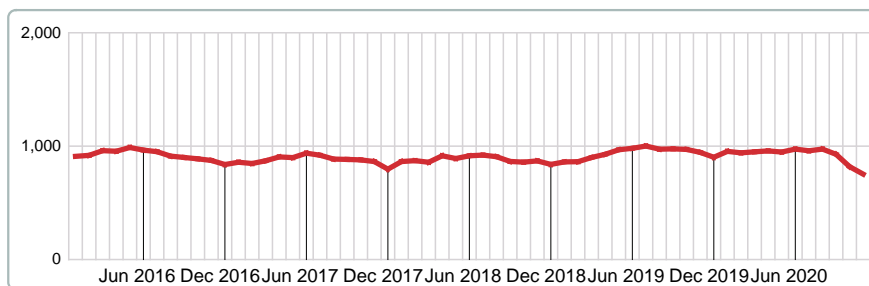
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

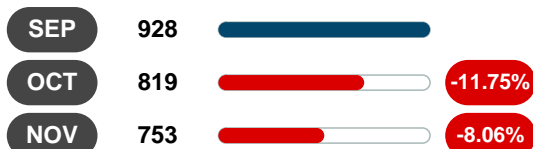


3 MONTHS

5 year NOV AVG = 861

High Jul 2019 1,001 Low Nov 2020 753

Inventory this month at **753**
below the 5 yr NOV average of **861**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	31.5	0	0	0	0
\$1-\$10,000	85	11.29%	95.0	68	15	2	0
\$10,001-\$20,000	130	17.26%	164.0	130	0	0	0
\$20,001-\$50,000	215	28.55%	124.0	215	0	0	0
\$50,001-\$120,000	148	19.65%	142.5	138	9	1	0
\$120,001-\$310,000	99	13.15%	86.0	47	37	12	3
\$310,001 and up	76	10.09%	107.5	44	15	12	5
Total Active Inventory by Units	753			642	76	27	8
Total Active Inventory by Volume	98,610,259	100%	125.0	69.28M	14.72M	8.69M	5.92M
Median Active Inventory Listing Price	\$39,900			\$35,000	\$170,000	\$234,500	\$383,900

November 2020

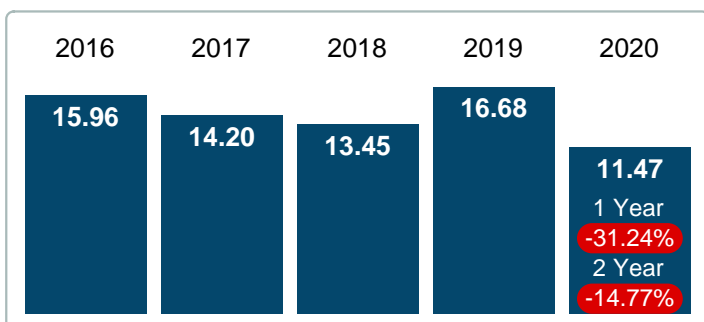
Area Delimited by County Of Cherokee



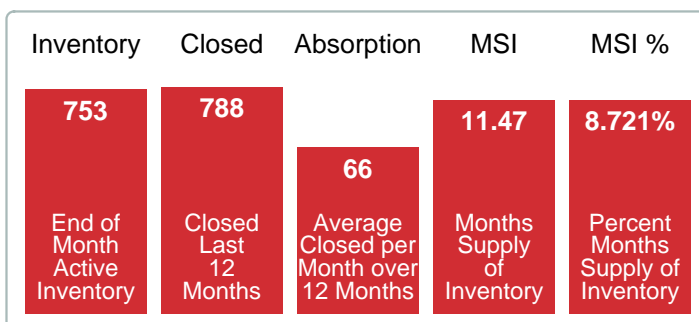
MONTHS SUPPLY of INVENTORY (MSI)

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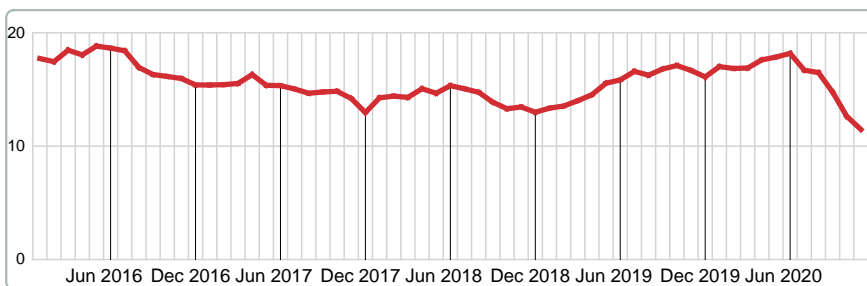
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

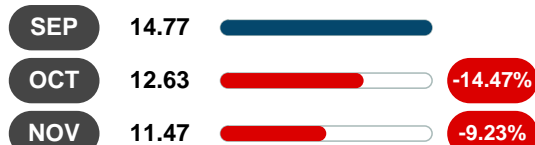


3 MONTHS

5 year NOV AVG = 14.35

High May 2016 18.82 Low Nov 2020 11.47

Months Supply this month at 11.47 below the 5 yr NOV average of 14.35



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$10,000	85	11.29%	29.14	28.14	45.00	12.00	0.00
\$10,001-\$20,000	130	17.26%	31.84	33.19	0.00	0.00	0.00
\$20,001-\$50,000	215	28.55%	31.46	40.95	0.00	0.00	0.00
\$50,001-\$120,000	148	19.65%	8.42	18.40	1.03	0.80	0.00
\$120,001-\$310,000	99	13.15%	3.51	11.06	2.14	2.18	2.57
\$310,001 and up	76	10.09%	12.49	35.20	7.50	6.00	6.00
Market Supply of Inventory (MSI)	11.47			26.12	2.54	2.97	3.84
Total Active Inventory by Units	753	100%	11.47	642	76	27	8



November 2020

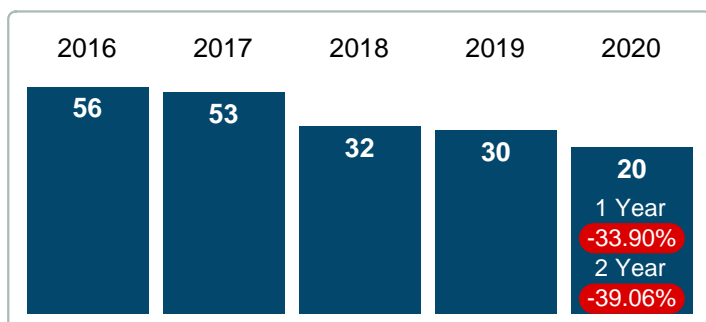
Area Delimited by County Of Cherokee



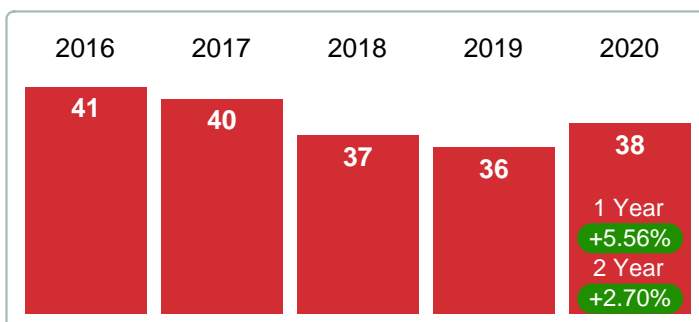
MEDIAN DAYS ON MARKET TO SALE

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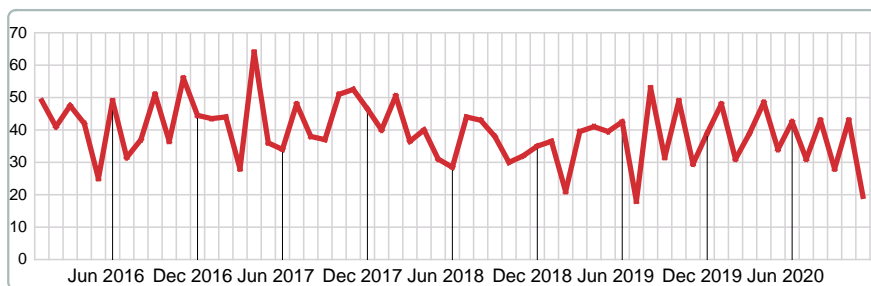
NOVEMBER



YEAR TO DATE (YTD)

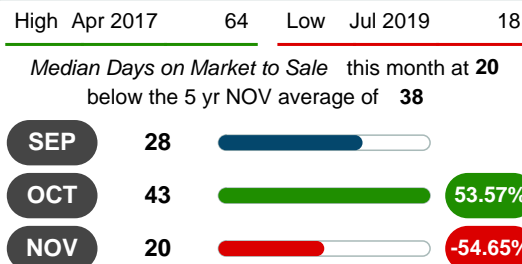


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 38



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.14%	116	116	0	0	0
\$30,001 - \$70,000	6	8.57%	20	43	17	0	0
\$70,001 - \$120,000	16	22.86%	33	43	22	6	0
\$120,001 - \$170,000	16	22.86%	8	46	8	0	0
\$170,001 - \$230,000	12	17.14%	24	43	20	57	0
\$230,001 - \$390,000	7	10.00%	13	0	2	50	87
\$390,001 and up	8	11.43%	26	0	12	47	0
Median Closed DOM			20	61	12	47	87
Total Closed Units		100%	19.5	24	40	5	1
Total Closed Volume			12,503,289	2.27M	8.71M	1.21M	310.00K



November 2020

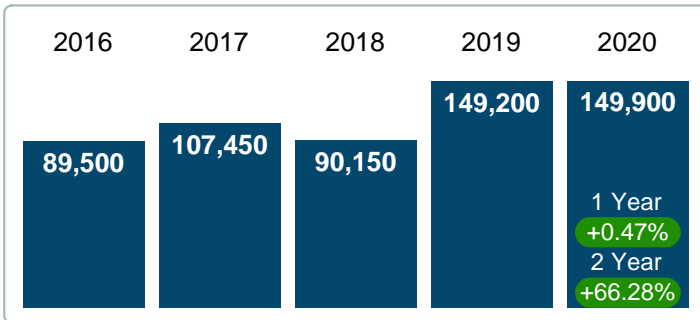
Area Delimited by County Of Cherokee



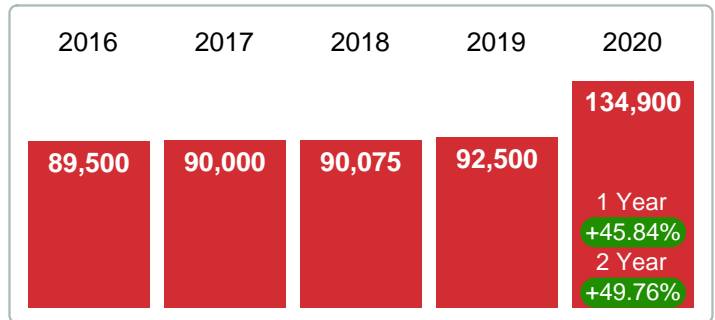
MEDIAN LIST PRICE AT CLOSING

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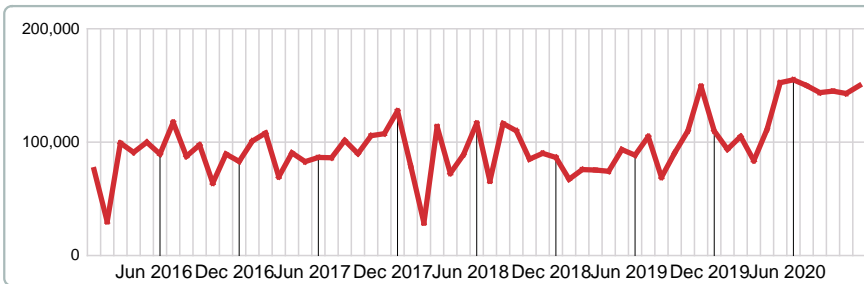
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

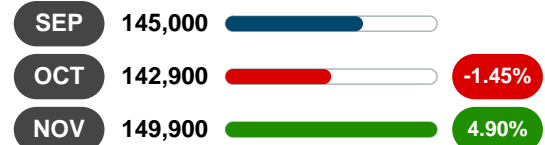


3 MONTHS

5 year NOV AVG = 117,240

High Jun 2020 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at **149,900**
above the 5 yr NOV average of **117,240**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7.14%	27,900	27,900	0	0	0
\$30,001 - \$70,000	8.57%	45,850	42,100	66,400	0	0
\$70,001 - \$120,000	21.43%	94,900	97,450	96,450	85,000	0
\$120,001 - \$170,000	22.86%	148,200	152,500	145,700	0	0
\$170,001 - \$230,000	15.71%	199,900	190,000	199,900	219,900	0
\$230,001 - \$390,000	12.86%	249,900	269,900	248,000	254,900	325,000
\$390,001 and up	11.43%	487,000	0	529,000	399,000	0
Median List Price		149,900	97,450	158,400	249,900	325,000
Total Closed Units	100%	149,900	24	40	5	1
Total Closed Volume		12,896,050	2.52M	8.83M	1.21M	325.00K



November 2020

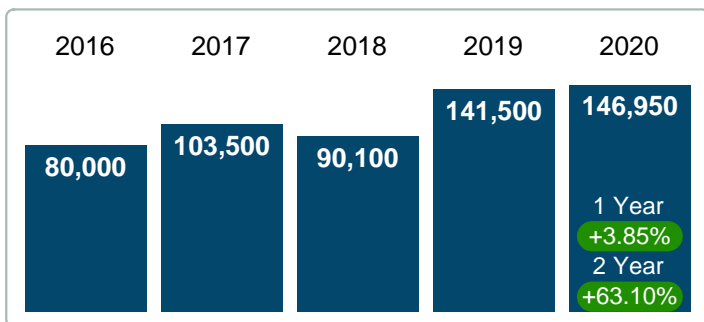
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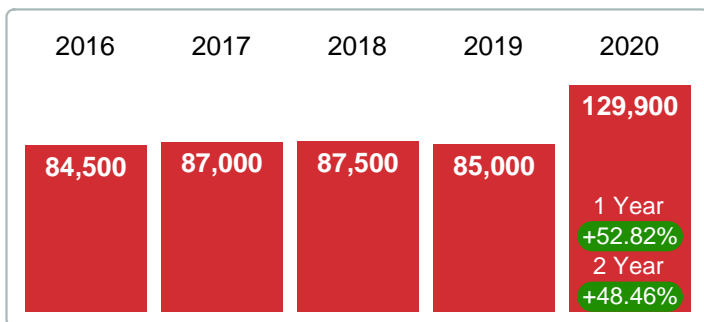
MEDIAN SOLD PRICE AT CLOSING

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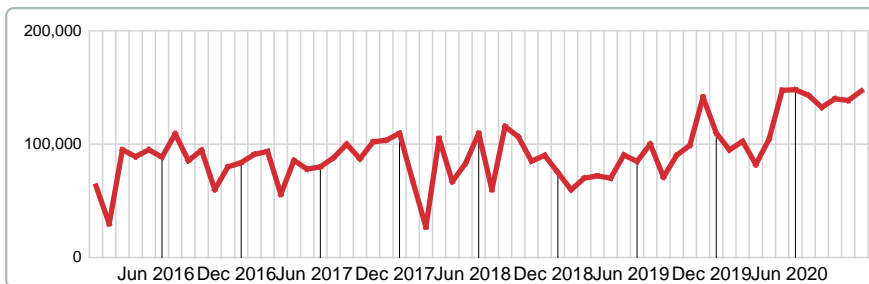
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

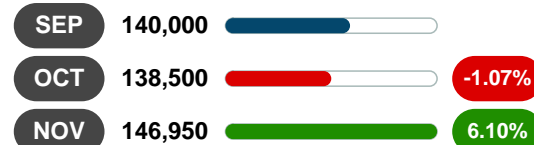


3 MONTHS

5 year NOV AVG = 112,410

High Jun 2020 148,000 Low Feb 2018 27,000

Median Sold Price at Closing this month at **146,950** above the 5 yr NOV average of **112,410**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7.14%	26,226	26,226	0	0	0
\$30,001 - \$70,000	8.57%	43,750	36,625	65,950	0	0
\$70,001 - \$120,000	22.86%	85,500	85,000	86,250	88,150	0
\$120,001 - \$170,000	22.86%	146,950	154,500	144,200	0	0
\$170,001 - \$230,000	17.14%	207,500	198,000	210,000	215,000	0
\$230,001 - \$390,000	10.00%	249,000	0	248,250	254,000	310,000
\$390,001 and up	11.43%	477,450	0	517,000	399,000	0
Median Sold Price		146,950	80,000	155,497	245,000	310,000
Total Closed Units	100%	146,950	24	40	5	1
Total Closed Volume		12,503,289	2.27M	8.71M	1.21M	310.00K

November 2020



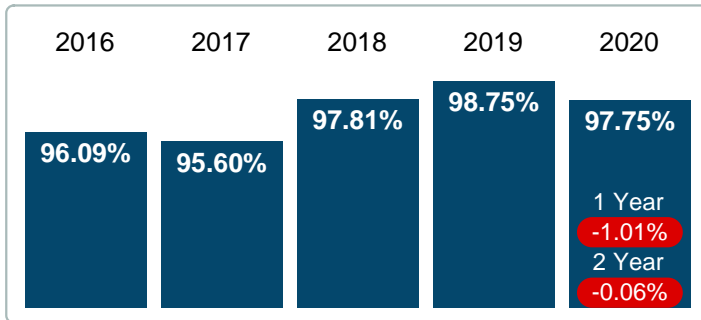
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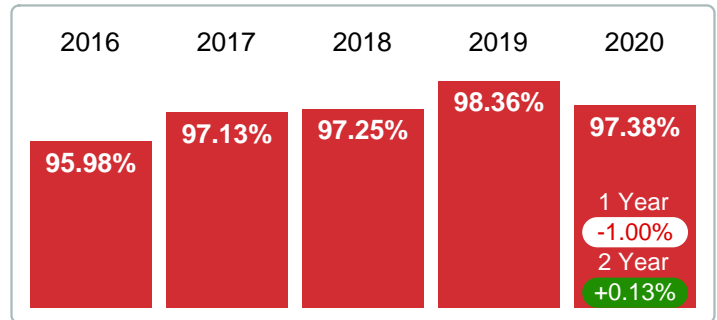
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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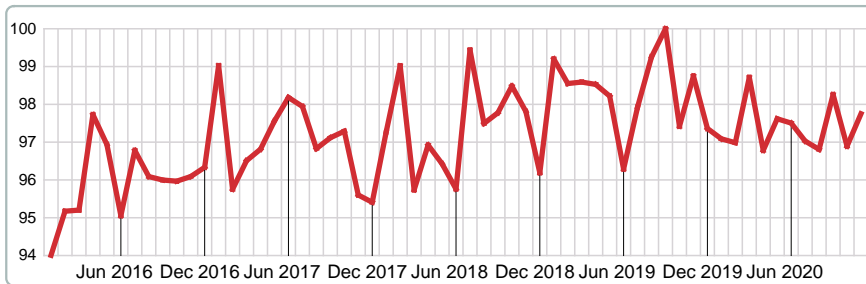
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

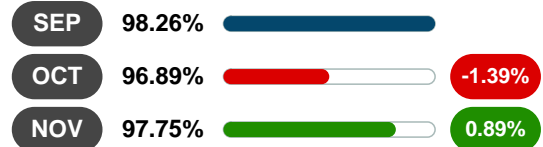


3 MONTHS

5 year NOV AVG = 97.20%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **97.75%**
above the 5 yr NOV average of **97.20%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.14%	94.00%	94.00%	0.00%	0.00%	0.00%
\$30,001 - \$70,000	6	8.57%	95.74%	88.89%	99.36%	0.00%	0.00%
\$70,001 - \$120,000	16	22.86%	92.48%	85.00%	93.35%	103.71%	0.00%
\$120,001 - \$170,000	16	22.86%	98.26%	90.69%	99.29%	0.00%	0.00%
\$170,001 - \$230,000	12	17.14%	99.41%	94.58%	100.00%	97.77%	0.00%
\$230,001 - \$390,000	7	10.00%	99.80%	0.00%	99.90%	99.62%	95.38%
\$390,001 and up	8	11.43%	98.49%	0.00%	97.73%	100.00%	0.00%
Median Sold/List Ratio		97.75%		90.76%	98.64%	100.00%	95.38%
Total Closed Units		70	100%	24	40	5	1
Total Closed Volume		12,503,289		2.27M	8.71M	1.21M	310.00K



November 2020

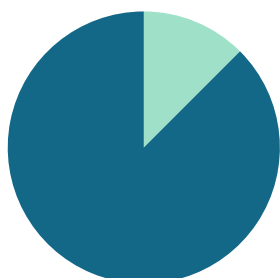
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Dec 11, 2020 for MLS Technology Inc.

INVENTORY

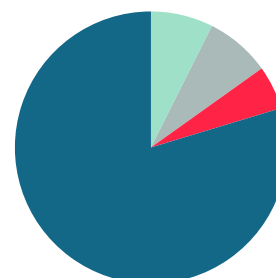


Inventory
 New Listings
117 = 12.50%
 Start Inventory
819
 Total Inventory Units
936
 Volume
\$132,390,807

Market Activity

Closed Sales
70 = 7.41%
 Pending Sales
73 = 7.72%
 Other Off Market
49 = 5.19%
 Active Inventory
753 = 79.68%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	60	70	16.67%	623	739	18.62%
Pending Sales	33	73	121.21%	553	822	48.64%
New Listings	221	117	-47.06%	2,231	1,969	-11.74%
Median List Price	149,200	149,900	0.47%	92,500	134,900	45.84%
Median Sale Price	141,500	146,950	3.85%	85,000	129,900	52.82%
Median Percent of Selling Price to List Price	98.75%	97.75%	-1.01%	98.36%	97.38%	-1.00%
Median Days on Market to Sale	29.50	19.50	-33.90%	36.00	38.00	5.56%
Monthly Inventory	945	753	-20.32%	945	753	-20.32%
Months Supply of Inventory	16.68	11.47	-31.24%	16.68	11.47	-31.24%

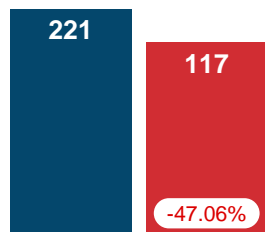
Absorption: Last 12 months, an Average of **66** Sales/Month

Inventory on November 30, 2020 = **753** 2019 2020

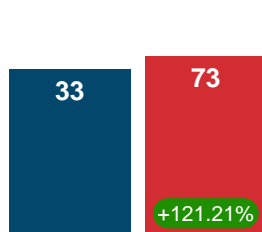
NOVEMBER MARKET

MEDIAN PRICES

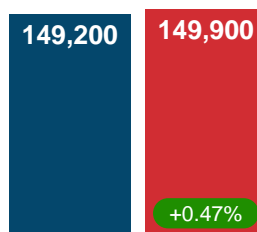
New Listings



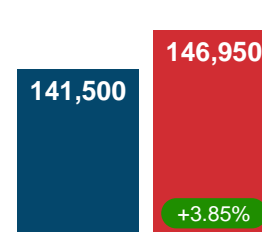
Pending Listings



List Price



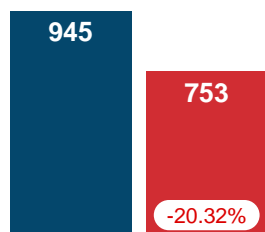
Sale Price



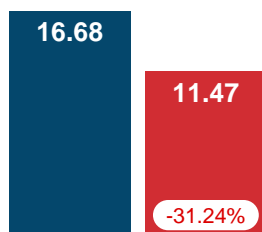
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

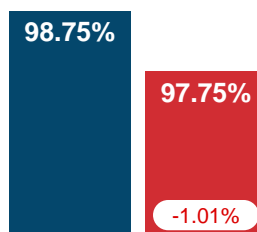
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

